

Subject	<p>PROCUREMENT OF SERVICE OF A SERVICE PROVIDER FOR PROVIDING BARE-METAL SERVER FACILITIES FOR BIG-DATA CLUSTER OF LANKA GOVERNMENT CLOUD 2.0 (ICTA/GOSL/SER/NCB/2016/36)</p>
Date and Time of the Pre-bid meeting	July 20, 2016 at 1400 Hrs

Meeting Participants

Representatives from Bidders;

Mr. Susil Peiris - Metropolitan Office (Pvt) Ltd
 Mr. Manoj Mohinani - Independent Consultant
 Mr. Indika De Soyza – Intel
 Mr. Suresh De Sliva – EMC
 Mr. Manodha Gamage - RMI Holdings
 Mr. Lakshitha Paranawithana - SLT
 Mr. Rochana Perera – Dialog
 Mr. Sanjaya Pussegoda - VSIS
 Mr. Reze Junaid – Softlogic
 Mr. Shamal Senevirathna - KBSL
 Mr. Malinda Jayarathna - Millennium IT
 Mr. Shah Navaz - Just in Time

The Panel

Mr. Muhunthan Canagey, MD/CEO, ICTA(Member, Procurement Committee)
 Mr. G V S Seneviratne, Director, Ministry of Telecommunication and Digital Infrastructure
 (Chairperson, Technical Evaluation Committee)
 Mr. Sujith Jayasuriya, Programme Manager, ICTA (Respective Programme Manager, ICTA)
 Mr. Duminda Jayasuriya, Systems Engineer, ICTA (Member, Technical Evaluation Committee)
 Ms. Rosemary Boudewyn, Procurement Officer, ICTA (Officer from Procurement Division, ICTA)

#	Queries (Q) raised by the vendors and Clarifications (C)
1	<p>Q: Can bidders consider Hyper converged technology? Is there any possibility for it? C: No.</p>
2	<p>Q: Increase or decrease in quantity of related services such that a change of 25% of change of total monthly value (ref: Bidding Data Sheet, item-32) would create problem since there is no direct</p>

	<p>correlation between the monthly value and the equipments to be used for providing services. Furthermore, the bidder will be quoting the monthly price considering the total bill of materials obtained from the principal hardware manufacturers and suppliers.</p> <p>C: While appreciating the difficulties of suppliers, it must be understood that this model of procurement on OPEX model was derived to achieve quick responses to changes in demand. The demand at the point of ordering may vary as is with CAPEX procurements. However this is a procurement which involves much equipment and the changes in demand reflect on the change in equipment so installed. Although the traditional practice is to use indicative prices for the future the only way out under the current situation is to use for the present as well. Thus any variation in the initial order can be effected only to the extent of a change of 25% of the monthly price payable initially from the initial order.</p>
3	<p>Q: Does the 'Annual volume of Services' (ref: Instructions to Bidders, Item 5.5a) relate only for providing bare-metal services?</p> <p>C: No, the volume of all service provided.</p>
4	<p>Q: Clause 2.6.3 under 'General Conditions of Contract' says that the contract may be terminated upon the event that the GOSL suspends the funds to the Employer, from which part of the payments to the Service Provider are being made. This will create uncertainties and thus the rates on insurance policies to be taken would be increased.</p> <p>C: This project is performed on Funds of GOSL, a separate entity from ICTA as such it is nothing but fair some appropriate action be taken if the most unlikely event were to take place. Hence this is a legal-bound clause and is available as a general requirement for any GOSL funded contract. ICTA has no intension to discontinue, and it is very unlikely that GOSL will suspend funds for a critical and important infrastructure of this nature, unless the most unlikely even such as Parliament defeating the budget takes place, which would affect the whole Government.</p>
5	<p>Q: Elaborate the “slice and package” mentioned in clause 32.2 under 'Instructions to Bidders'.</p> <p>C: This particular clause does not apply to this procurement.</p>
6	<p>Q: What is the requirement of 'power of attorney' requested in clause 5.3(a) under 'Instructions to Bidders.?</p> <p>C: The bid should be signed by the proprietor if the business is a sole proprietorship, partners if the business is a partnership or the two Directors with Common seal if it is a company. Any other person so authorized to sign on behalf of the institution must have a valid power of attorney to do so.</p>
7	<p>Q: Details of the 'Site Visit' as mentioned in clause 8 under 'Instructions to Bidders'.</p> <p>C: In this case, the relevant site would be the data center where the bare-metal server facilities will be co-located. A separate tender will be published for selecting the service provider for this purpose.</p>
8	<p>Q: Can we have a clause 'Exchange rate calculated at a rate of 148; any change over 2% change is adjustable'?</p> <p>C: Currency for bidding is in Sri Lanka Rupees and as such the issue of exchange rates cannot arise.</p>
9	<p>Q: What is the total number of racks to be used?</p> <p>C: The bidder will have to specify, based on the hardware proposed.</p>
10	<p>Q: Nothing is mentioned about advanced payments. Is it applicable?</p> <p>C: No. This is a service contract and advanced payments are not applicable.</p>
11	<p>Q: The durations given for completion of 1/3 capacity and full capacity are not sufficient. Is it possible to increase by 15 and 10 days respectively?</p>

C: Yes. Accordingly, the 'Schedule of Deliverable' under 'Description of Services' is amended as below;		
No	Task	Deadline
1	Complete hardware and network architecture (documentation)	ED + 10 days
2	Completed environment with necessary configurations with 1/3 of the capacity	ED + 60 days
3	Completed environment with necessary configurations with full capacity and management platform access	ED + 70 days
12	Q: Rather than specifying minimum raw capacity (without compression), is it possible to specify effective capacity? C: No, required minimum raw capacity (without compression) is 1000 TB.	
13	Q: Specify the minimum processor speed. C: Minimum 2.1GHz	
14	Q: Do you require only 'Certified Hadoop Hardware'? C: Yes	
15	Q: Will Big-data cluster require a separate hardware firewall? C: No. The firewall in General cluster will be used for this also.	
16	Special Notes: a) Below specification is added to the 'Certified Hadoop Hardware' as point #6. 6. Blade server architecture is not allowed for the Big-data cluster. b) Any extensions will NOT be provided for the deadline of bid submission.	

Please note and comply with the above clarifications and amendments.

Gamini Karunaratne
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